

Message Text

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PAGE 01 DOHA 00536 110612Z

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 INR-07 EUR-12 MC-02 L-02 PM-03

SP-02 SS-15 /060 W

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R 110545Z MAY 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0422

INFO AMEMBASSY BEIRUT

AMEMBASSY JIDDA

C O N F I D E N T I A L DOHA 0536

STADIS////////////////////////////////////

E.O. 11652: GDS

TAGS: MASS, QA

SUBJ: NORTHROP AIRCRAFT REPORTEDLY BARRED FROM SALES APPROACHES
IN QATAR

1. DURING MAY 7 CONVERSATION AT SOCIAL FUNCTION, FARID A. RIZK, DIRECTOR OF MIDDLE EAST BUSINESS SERVICES AND RESEARCH CORP. OF BEIRUT, TOLD AMBASSADOR THAT USG HAD PROHIBITED NORTHROP AIRCRAFT FROM MAKING ANY SALES APPROACHES IN QATAR. (RIZK DESCRIBED HIS FIRM AS "CONSULTANT" TO NORTHROP AIRCRAFT FOR MID EAST SALES.) RIZK REGRETTED BAN ON NORTHROP SALES APPROACH HERE, SINCE HE SAID ONLY ALTERNATIVE TO U.S. EQUIPMENT, IF GOQ IN MARKET FOR MILITARY AIRCRAFT, WAS FRENCH, SINCE BRITISH DID NOT HAVE SUITABLE PLANE.

2. DEPT PLEASE ADVISE IF SUCH BAN IN EFFECT. THERE HAVE BEEN PERSISTENT REPORTS THAT GOQ INDEED IN MARKET FOR MILITARY AIRCRAFT AND IT SEEMS TO US THAT U.S. FIRMS SHOULD BE PERMITTED TO COMPETE UNLESS THIS CONTRARY TO U.S. ARMS POLICY IN AREA. NORTHROP'S LARGE PROGRAM IN SAUDI ARABIA COULD MAKE ITS PRODUCT ATTRACTIVE TO QATARIS, WHO GREATLY INFLUENCED BY SAUDI LEAD IN MANY FIELDS.

3. FOR BEIRUT: WOULD APPRECIATE ANY INFORMATION BEIRUT CAN
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PROVIDE ON RIZK AND HIS FIRM. HE ALSO SAID HIS COMPANY WAS

CONSULTANT FOR WHITTAKER CORP., U.S. HOSPITAL MANAGEMENT FIRM
WHICH ACTIVE IN SAUDI ARABIA AND WHICH RIZK SAYS HE IS TRYING
TO INTEREST IN COMPETING FOR MANAGEMENT OF NEW DOHA HOSPITAL
PRESENTLY UNDER CONSTRUCTION.
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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY AIRCRAFT, TRADE CONTROLS, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 11 MAY 1975
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DOHA00536
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750165-0127
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750562/aaaacdwr.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: STADIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: STADIS
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 AUG 2003 by MartinML>; APPROVED <03 DEC 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NORTHROP AIRCRAFT REPORTEDLY BARRED FROM SALES APPROACHES IN QATAR
TAGS: MASS, QA, NORTHROP
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006